

CITY MANAGER'S OFFICE - ECONOMIC DEVELOPMENT

PROGRAMS

	2009-10 Actual	2010-11 Budget	2011-12 Adopted	2012-13 Projected
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Administration

Provides assistance to businesses seeking to expand or relocate in Greensboro; serves as City representative/liaison in the local, regional and state economic development organizations; monitors and provides local business condition information. This budget represents the City's economic development incentive program expense; there are two dedicated positions that are budgeted for the administration of this program in the City Manager's Office budget.

<i>Appropriation</i>	489,441	1,138,352	1,013,546	850,084
<i>Full Time Equivalent Positions</i>	0	0	1	1

Departmental Strategies

- Create at least 20 jobs through \$1 million loan pool program.
- Complete economic impact analysis with recommendation within 2 weeks of request for incentives.
- Consult with 25 existing or new businesses/entrepreneurs.
- Develop and distribute an annual business survey.

PERFORMANCE MEASURES

	2009-10 Actual	2010-11 Budget	2011-12 Adopted	2012-13 Projected
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Efficiency Measures

- Number of weeks to respond to economic incentive requests
- | | | | | |
|--|-----|---|---|---|
| | N/A | 2 | 2 | 2 |
|--|-----|---|---|---|

Effectiveness Measures

- Number of jobs created through loan pool
 - Number of existing or new businesses/entrepreneurs staff consulted with on projects
 - Number of times survey distributed
- | | | | | |
|--|-----|-----|----|----|
| | N/A | 10 | 20 | 20 |
| | N/A | 140 | 25 | 25 |
| | N/A | 1 | 1 | 1 |

BUDGET SUMMARY

	2009-10 Actual	2010-11 Budget	2011-12 Adopted	2012-13 Projected
Expenditures:				
Personnel Costs	0	0	151,624	153,712
Maintenance & Operations	489,441	1,138,352	861,922	696,372
Capital Outlay	0	0	0	0
Total	489,441	1,138,352	1,013,546	850,084
Total FTE Positions	0	0	1	1
Revenues:				
General Fund Contribution	489,441	1,138,352	1,013,546	850,084
Total	489,441	1,138,352	1,013,546	850,084

BUDGET HIGHLIGHTS

- FY 11-12 budget is decreasing by \$124,806 or 11%. Budgeted Economic Development Incentives payments are decreasing nearly \$280,000 due to companies not meeting requirements to receive payment. The Economic Development Manager position was moved from the Executive-Administrative Division to the Economic Development Division.
- Personnel costs include \$65,000 for the Small Business Coordinator position that will be part of the Small Business Office. This position is not reflected in the position count.